



**Our Motto: We Do Not Mistake Efforts for Results,
We are Results Driven!**

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The Millenia Commercial Real Estate Team

Eric Ramirez, President

Nicolas Giancola, Vice President

Nathaniel Neal, Senior Commercial Associate

Eric Francis, Senior Commercial Associate

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Millenia Commercial Real Estate

Millenia Commercial Real Estate a division of Millenia Real Estate Services Inc. was jointly founded by Eric Ramirez and Gary Tatar. Eric has been one of the Inland Empire's most successful commercial real estate brokers during the past decade. During his career, he specialized in the leasing and sale of retail, industrial, multi-family and office properties in Southern California.

Recognizing that many owners were not satisfied with their representation and that many brokers were not satisfied with the support, training, and environment of their current firms, Eric created Millenia Commercial Real Estate with the intention of addressing the needs of both owners and brokers.

Millenia Commercial Real Estate focuses on the leasing and sale of retail, industrial, multi-family and office properties in Southern California. We offer a fully integrated platform that is designed to help owners find properties that suit their needs, create value through leasing and management, and maximize value when it is time to sell.

The goal of Millenia Commercial Real Estate is to provide property owners with outstanding representation through **aggressive, proactive marketing** using the techniques that Eric utilized throughout his career. These techniques yielded excellent results for his owners even during a difficult economic market. Millenia Commercial Real Estate puts into action the many methods and ideas of brokerage that Eric has taught to other brokers and which he believes represent the Best Practices in the business.

www.MilleniaCommercial.com



Eric Ramirez - President



An expert in the field of marketing commercial properties, Mr. Ramirez focuses on many aspects of the business, including client asset disposition, leasing, tenant/landlord representation, development assistance, corporate negotiations and specific requirements. He has successfully leased, dispositioned, repositioned and provided development assistance for many owners/developers throughout Southern California.

Before starting his career in commercial real estate Mr. Ramirez owned and operated a small chain of convenience store gas stations in Southern California, while at the same time acquiring and selling net leased retail centers with family and associates. Mr. Ramirez also managed trained professional salesman for a multi-billion corporation (General Motors).

Mr. Ramirez began his CRE career with MGR Commercial Real Estate where he quickly became the company's #1 commercial broker competing with over 400+ licensed agents, as well as becoming MGR's most requested real estate instructor.

Mr. Ramirez specializes in retail/office/shopping center sales, leasing, and land development projects. He is skilled in NNN investments, sales-leasebacks, 1031 exchanges, distressed property dispositioning, short sales, REO asset dispositions/acquisitions, and corporate negotiations. His intense underwriting and analysis of investment properties, his powerful drive and determination, and his expert follow up; have made him one of the most sought after Commercial Brokers in the Industry!

Mr. Ramirez has excelled in management, sales and marketing for over 25 years. 15 of those years he has spent in sales management, responsible for training sales staffs of over 100 sales reps. Over the years he has trained over 1,500 sales reps., many of whom have gone on to management themselves, utilizing the same management, sales and marketing techniques they had learned from Eric.



Award Winning Broker

CoStar Power Broker Award

Dec 2017 CoStar Group, Inc. (NASDAQ: CSGP), the leading provider of commercial real estate information, on properties, sales and leasing activity in the United States.

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Dec 2014 CoStar Group, Inc. (NASDAQ: CSGP), the leading provider of commercial real estate information, on properties, sales and leasing activity in the United States.

Top Commercial Sales & Leasing Agent

Dec 2009 MGR Real Estate: The Leader in Full Service Real Estate since 1983. With over 100 agents, MGR has brokered millions in square footage of investment properties in Southern California.

Top Commercial Sales Agent

Dec 2008 MGR Real Estate: The Leader in Full Service Real Estate since 1983. With over 100 agents, MGR has brokered millions in square footage of investment properties in Southern California

Top Dogs Commercial Real Estate Certified

Mar 2005 Top Dogs Commercial Real Estate Training for Professionals

We Give Back

Charities we have helped recently:

- 1) [Serene Haven](#): Builds housing for Military Veterans who are homeless.
- 2) [Fred Jordan Missions](#): Feeds the homeless since 1944
- 3) [Abundant Living Family Church](#): supports several Intl missionaries.
- 4) [The Way World Outreach](#): Feeds and clothes the homeless in San Bernardino and helps find jobs for the unemployed.
- 4) [Set Free Ministries](#): Has outreach programs set up throughout several Inland Empire cities helping to feed and clothe the homeless.
- 5) [St Jude Children's Research Hospital](#): Provides cancer care for children whose family cannot afford hospital care.
- 6) [Wounded Warrior Project](#): Serves veterans and service members who incurred a physical or mental injury, illness, or wound, co-incident to their military service.
- 7) [The Adam and Mila Milstein Family Foundation](#): Serves to educate young professionals and student leaders about the challenges facing the Western World, the State of Israel and the Jewish People today.



Millenia's Professional Affiliations:

- * ICSC (International Council of Shopping Centers) 
- * CREOBA (Commercial REO Brokers Association) 
- * AIR Commercial Real Estate Association 
- * Costar, the #1 Commercial Real Estate Information co. 
- * LoopNet, the Leading Commercial Real Estate Listing Service 
- * National Board of Realtors 

The following is a list of the tenants that Eric has relationships with:

24 Hour Fitness	GNC	Fresh and Easy
7-Eleven	Gracie Barra Jiu Jitsu	Petco
Al & Ed's AutoSound	Yoshinoya	Panda Rest.
AutoZone	IHOP	Sparklean Laundromats
Bank of America	Juice It Up	Panda Express
Blockbuster Video	Kindercare	Boost Mobile
Chase Bank	James Albert Cosmetology	Radio Shack
Carl's Jr.	UFC Gym	Unbreakable Gym
Check N Go	Mattress Discounters	Starbucks
Dominos Pizza	Mobil Oil	Taco Bell
Enterprise Rent a Car	Subway	Togo's
Factory 2 U	GameStop	Tutor Time
99 Cent Only	LA Fitness	Little Ceasar's Pizza
Fantastic Sams	America's Tires	Arrowhead Credit Union
Retro Fitness	Mailboxes Etc.	Zendejas Restaurants

OUR EXPERTISE

NNN

Single-tenant net leased assets continue to be a strongpoint of emphasis at The Millenia Commercial Real Estate office. We work with all types of single-tenant deals, ranging from drugs stores to grocery stores and fast food restaurants to banks. Single-tenant Office and Industrial properties also make up a large part of our business.

Office Brokerage

In the Southern California area, office space needs and supply vary significantly. When searching for office space, Millenia understands how taking a long-term approach greatly increases the success of a client's real estate decision. To ensure our clients are matched with the best property for their needs, we advocate a full-service approach that includes assessing current and future needs of both the tenant and landlord. We then conduct an in-depth analysis of market conditions and provide our clients with the best long-term options, buy, sell or lease, our team will make you look like an expert.

Multi-family Investments

The Millenia Real Estate Team can assist in multi-family investment needs or provide the best ideas on how to sell current assets in today's market environment. We also provide a Professional Assessment of Property Value. The Assessment includes a Financial Analysis, Property Condition Inspection, and a formal Estimation of Value.

Industrial Brokerage

When buying, selling, or leasing industrial property, many variables need to be carefully examined and weighed to help ensure the property can adequately fill a client's needs. At Millenia, our years of experience allow us to quickly match space to clients' requirements. We leverage our expertise in area demographics and closely track all available industrial properties to provide clients with a comprehensive list of opportunities.

Shopping Centers

The market demand for shopping centers in terms of investor profile is consistently evolving. We have effectively marketed and sold shopping centers by positioning each asset after taking into account current investor needs and market demands

Marketing Tools

Custom Street Signage

Millenia Commercial Real Estate customizes every street sign. The upper 1/3rd of each sign is set up so we can provide specific information regarding the available spaces in your property. Furthermore, we put an email address on every sign so that potential tenants and brokers can just send an email if they want to instead of being required to call. Signs should be installed within 7 business days from the listing agreement being signed.



Attractive Window Posters

We install quality window posters into each vacant space in your property utilizing industrial grade suction cups instead of damaging the windows of your property with tape.

Space Specific Banners

When appropriate, we will install customized banners above select retail spaces to draw extra attention to a location. This is usually done with “fully equipped restaurants” “big box” vacancies, “drive thru pads”, or high profile end cap locations.



Quality Marketing Brochures

Each property receives a high quality professionally designed marketing brochure that is designed to tell the story about the property. We include photos, site plans showing the existing tenants as well as the availabilities, an aerial, location map, demographics, traffic counts, area descriptions, property highlights, and contact information which includes both a phone number and email address.

Internet Marketing

We utilize internet marketing portals including LoopNet, Costar, MLS, AIR and PropertyLine to market our properties to local businesses, regional & national tenants and their brokers. We take pride in making sure that our listing information is informative and up to date. A package for each of our listings is accessible via these web sites.

Mass Email Marketing

Our database is powered by Constant Contact which allows us to effectively execute a broadcast marketing strategy to thousands of active leasing and investment sales brokers. We also keep an active email database of local, regional and national buyers and tenants who have expressed an interest in expanding within this region. Our database allows us to categorize these users by the type of product they are seeking.

Custom Email Submittals

Tenants and brokers are bombarded by email blasts on a daily basis. In addition to casting a wide net, we also target individual tenants through custom email submittals which recognize where the tenants are currently located in the greater trade area as well as the reasons why they should consider the particular property submittal.

Retail Lease Trac

We utilize the subscription based premium service known as Retail Lease Trac to obtain the most recent and up to date contact information for credit tenants, franchise organization and their respective brokers. This database is a good source for contact information for custom email submittals, phone solicitation and their exclusive broadcast email service.

Salesgenie.com

This subscription based service is an outstanding source of leads for local businesses in the trade area of your property. It allows us to search for specific businesses (i.e. nail salon, dry cleaner, pizza restaurants) and then target these users via phone solicitations, in person or through the mail.

ACT Database

Millenia Commercial Real Estate has utilizes the ACT contact management software to increase results. We utilize a customized version of this database to keep track of contacts and schedule follow up activities. We have over 14,000 brokers, investors, tenants, and other parties that can help us achieve the goals for your property.

The Telephone; we call our phone dept. “The Business Development Center” or “BDC”.

In today’s world of emails and database marketing so many brokers have forgotten how to get on the phone and talk to people about the property’s attributes. With fewer phone calls being made today versus year’s past, the phone call gives the broker an opportunity to develop rapport and immediately address the client’s concerns or questions. Each staff member averages over 75 phone calls a day which means we get results FAST!

ICSC Membership & Events

Millenia Commercial Real Estate is a member of ICSC. We actively attend ICSC local, regional and national conferences to further develop our relationships and source new leads for your property.

Publications

We subscribe and read numerous real estate, shopping center, and regional publications to source ideas and prospects for your property. These publications include, but are not limited to, California Centers Magazine, Western Real Estate News, Shopping Centers Business, Retail Traffic, Shopping Centers Today, National Real Estate Investor, Globe Street, The Business Press, Retail Construction News, and the Inland Valley Daily Bulletin.

The Millenia Difference

The Marketing Tools listed in the previous section are basically available to everyone. The real difference is what we do with these tools. At Millenia Commercial Real Estate, we believe the following are the qualities that turn the tools into success.

Customer Service

- We go to great lengths to get the phone to ring. Once it does, we want to make sure there is someone immediately available to speak with the prospect about your property. Phone calls are either answered initially in person or if the prospect needs to leave a message, we are immediately notified of this

message and can promptly call back the prospect. *All phone calls from potential buyers, tenants or brokers are returned the same day.*

- Our cell phone numbers are readily available on our voicemail. In addition, anyone who asks for our cell phone number is readily given this number.
- Email is a vital tool in today's business. All members of Millenia Commercial Real Estate utilize LogMeIN so they can have access to all their office electronic files no matter where they are located. This allows for the quick return of emails as well as the ability to send marketing packages to prospects.
- We do what we say we are going to do. If we tell someone we will call them next week, we will follow up with them when they have requested. Our ACT contact management program allows us to execute such diligent follow up.

Market Knowledge

Millenia Commercial Real Estate specializes in representing properties in the San Gabriel Valley & Inland Empire. This allows us to accomplish the following:

- As a result of working a more defined area, we are able to have better market knowledge of the transactions that are being completed, potential competition, and lease rates in the general trade area.
- Having a better understanding of the trade area in which we market our properties gives us credibility when working with potential buyers or tenants of your real estate. Someone who does not understand the trade area may not be able to share information and ideas which will give the buyer or tenant the confidence in the information that they are providing.
- Synergy amongst our prospecting efforts since someone who is looking to open a business or buy a property in one part of this region is likely interested in other parts as well.

Best Regards,



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